



Bechtle AG

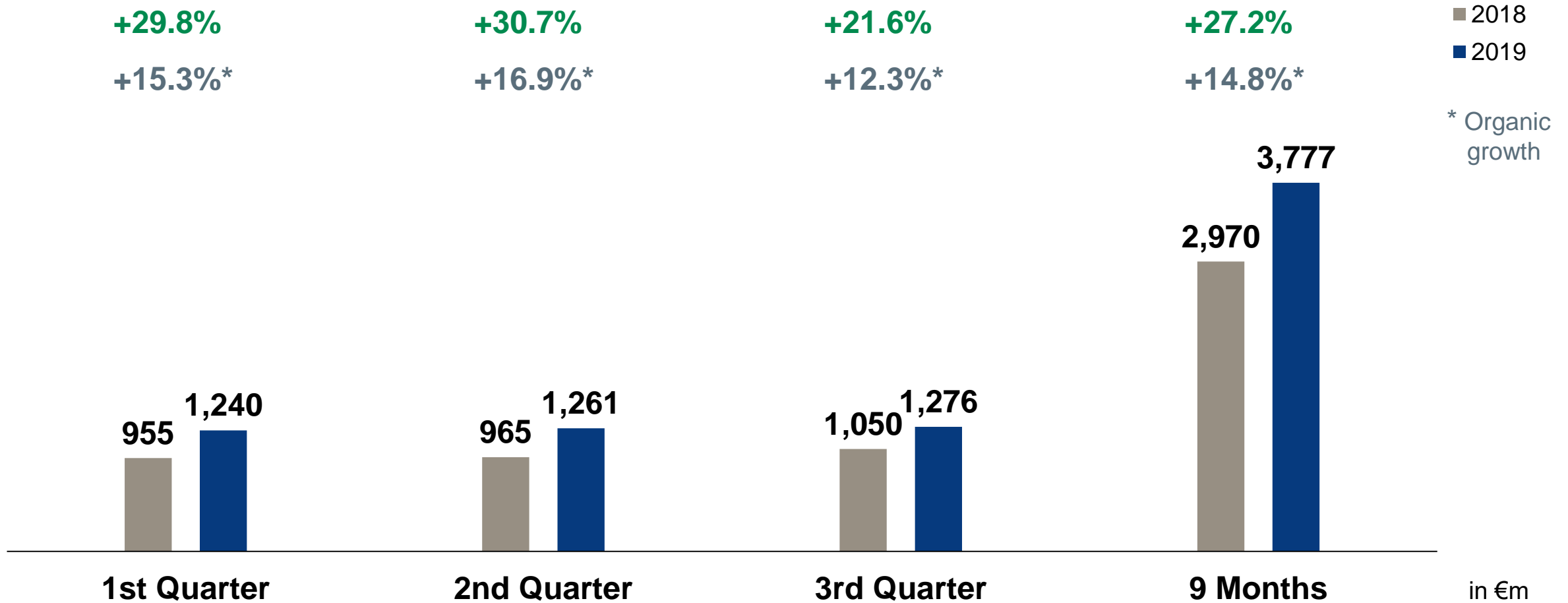
3rd Quarter 2019

Neckarsulm | 13 November 2019

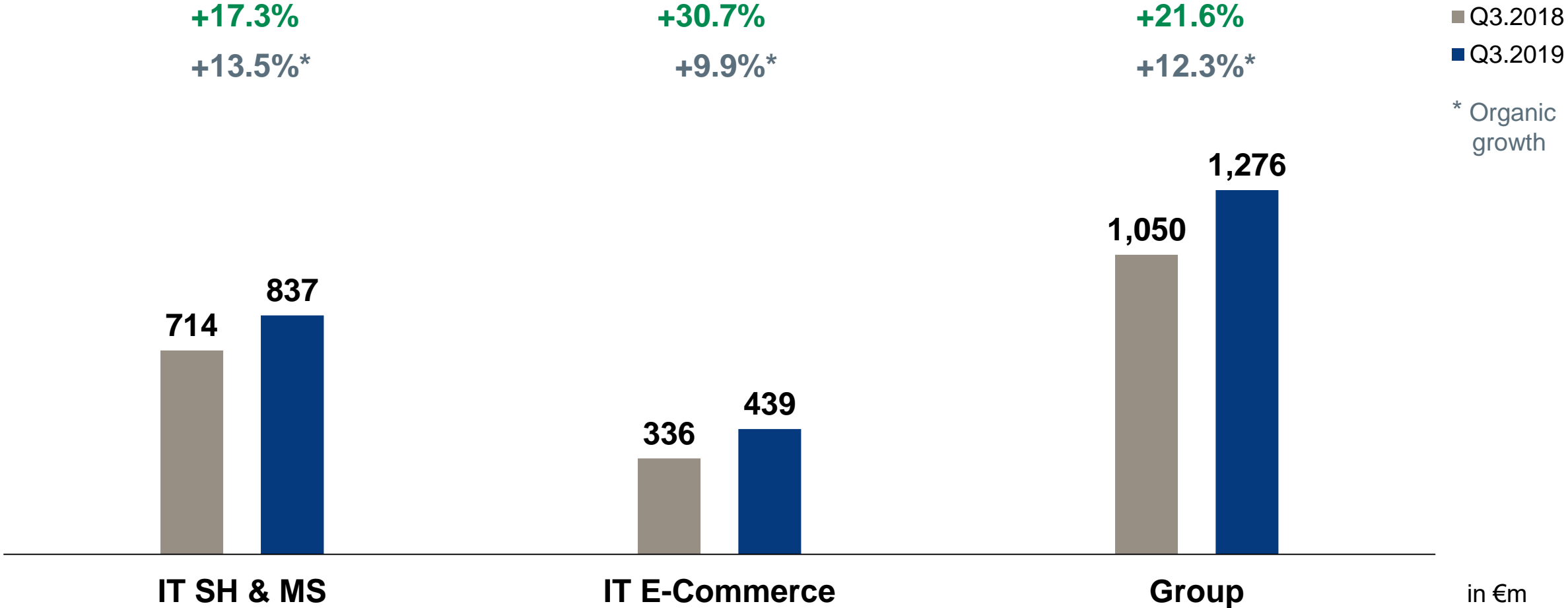
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Revenues – Double-digit growth continues in Q3.



Revenue – Organic growth balanced between segments.



Revenue – High dynamics abroad.

+13.7%
+10.3%*

+38.0%
+16.5%*

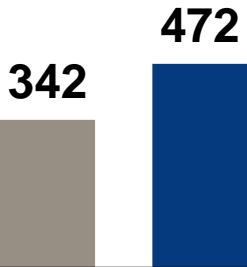
+21.6%
+12.3%*

■ Q3.2018
■ Q3.2019

* Organic growth



Germany



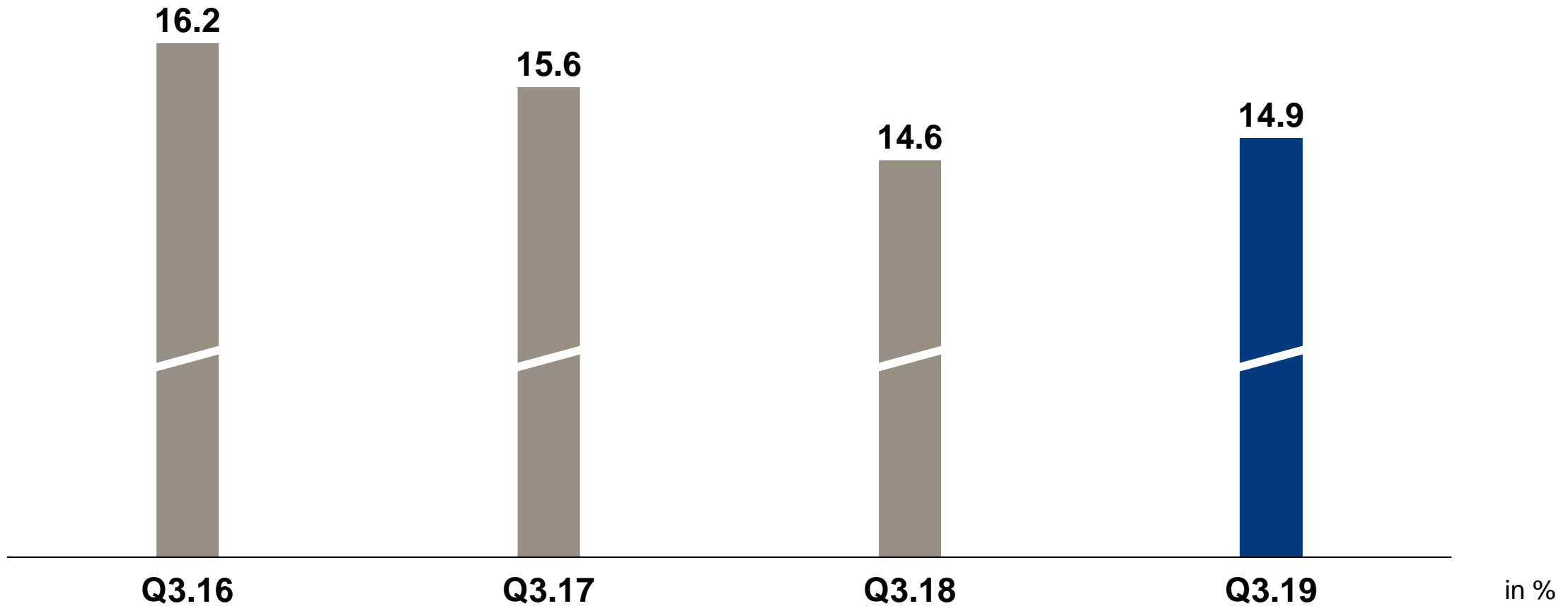
Abroad



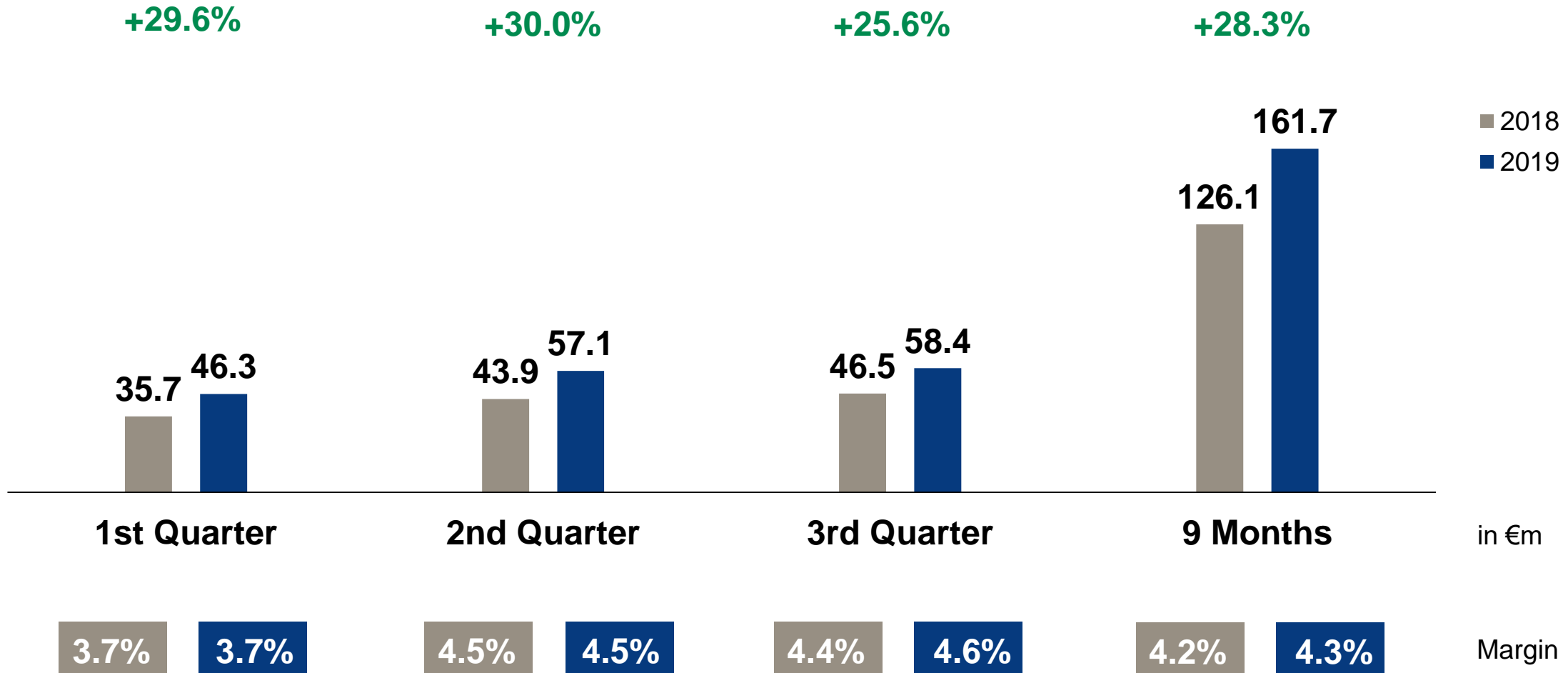
Group

in €m

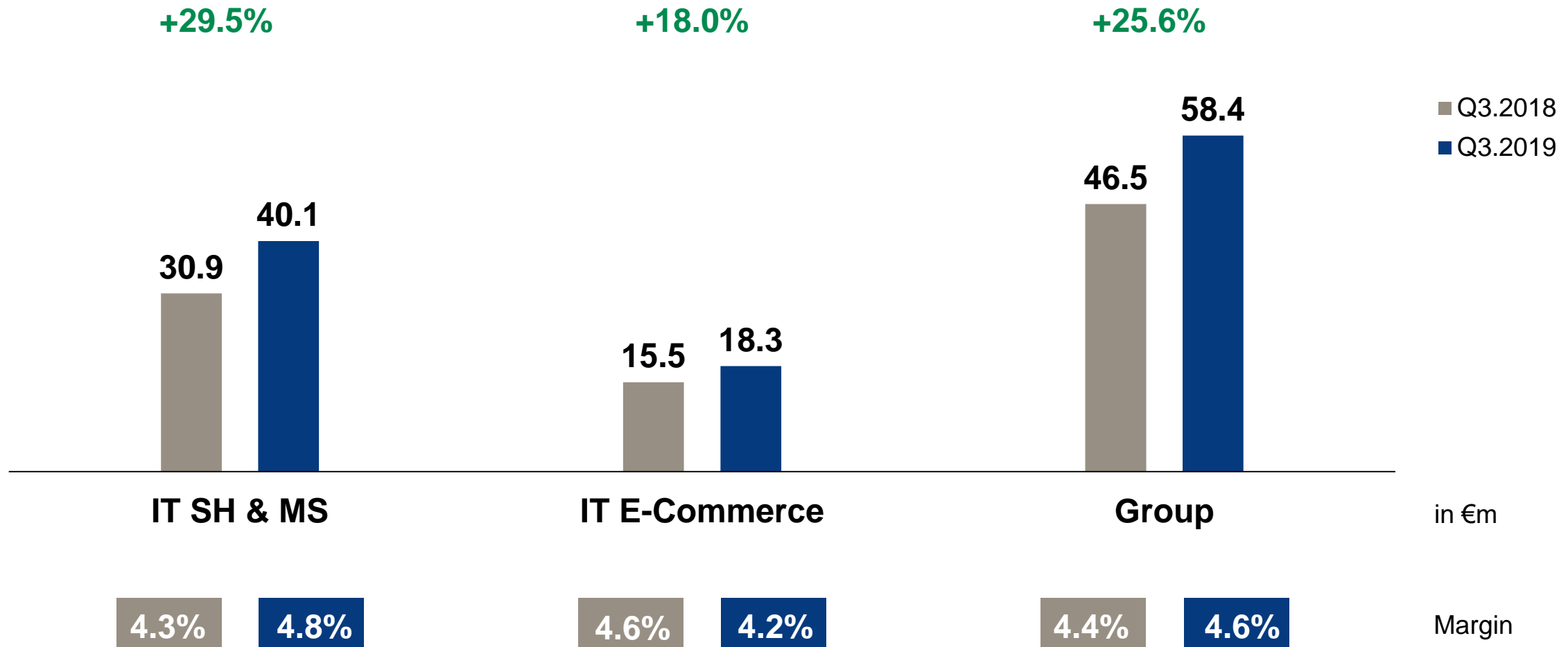
Gross margin – Improvement of service business.



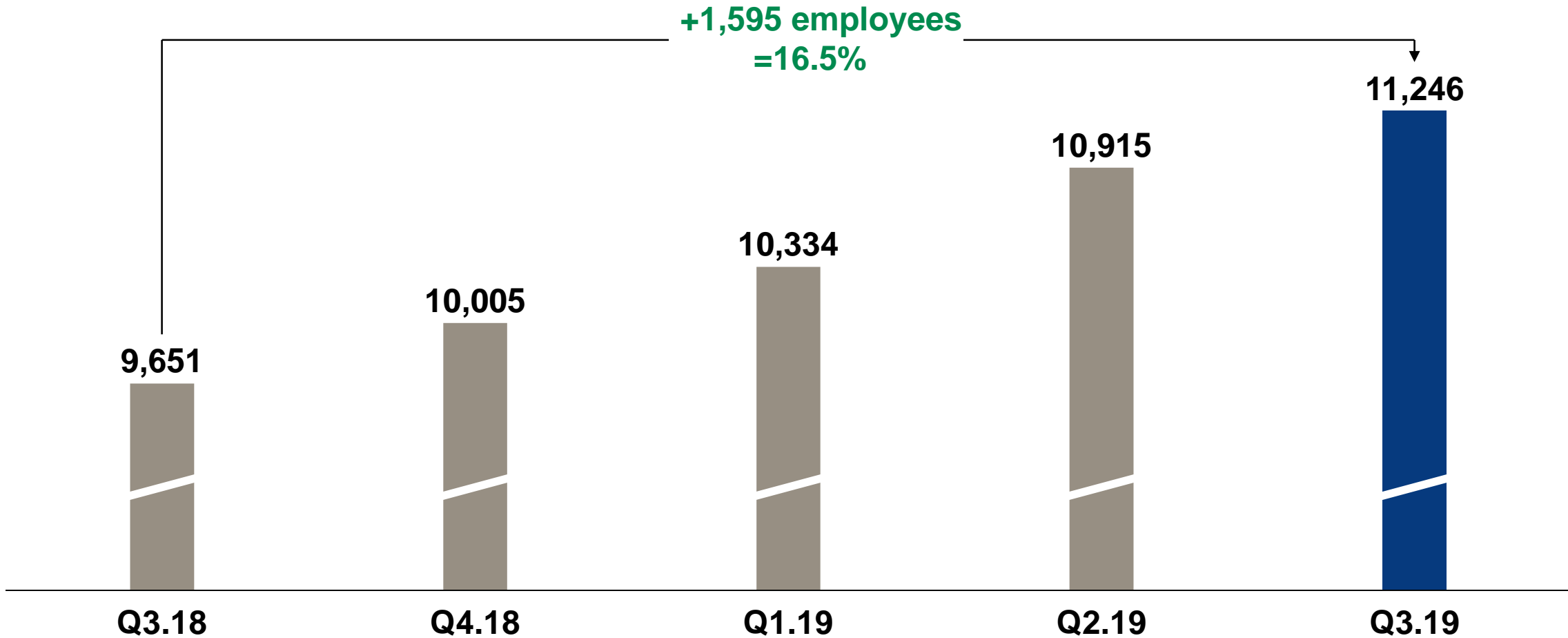
EBIT – Margin improvement in Q3.



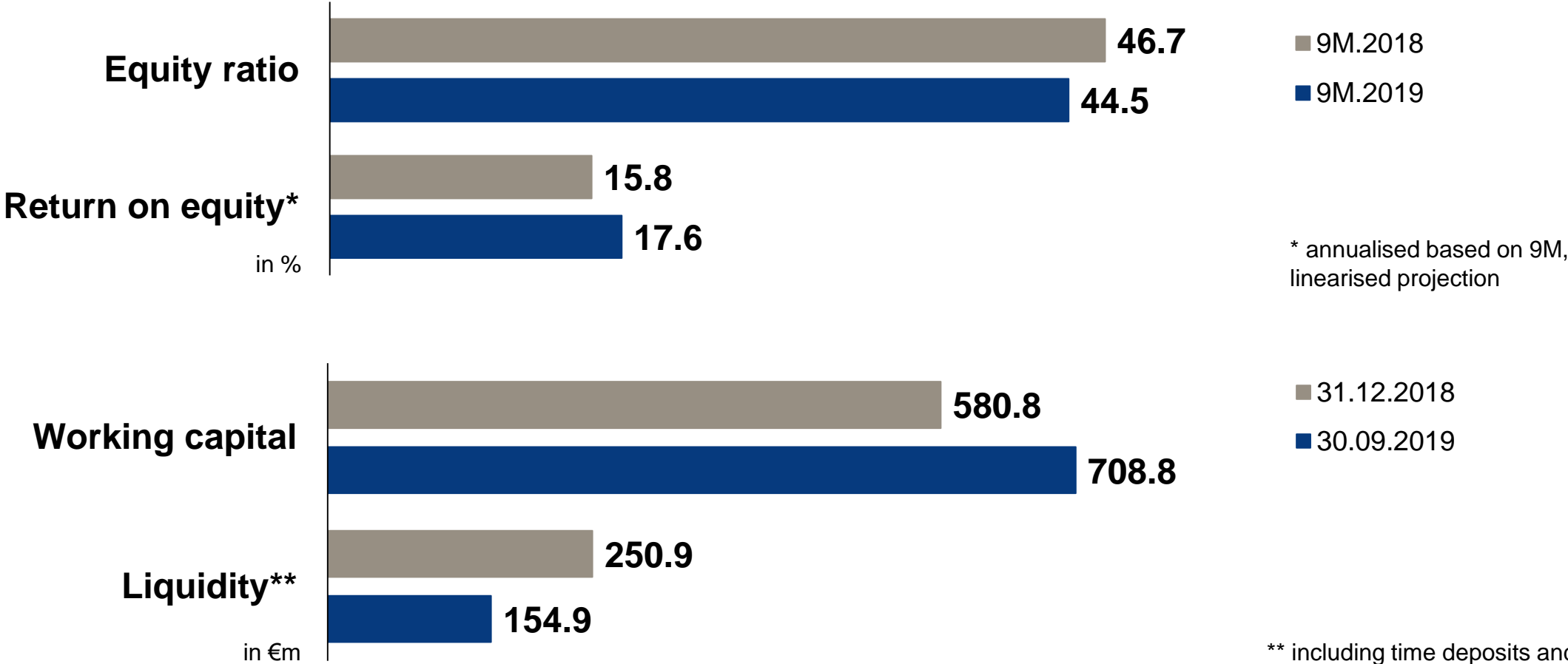
EBIT – Earnings leap in System House & Managed Services.



Employees – Headcount up due to continued growth.



Key financial figures.



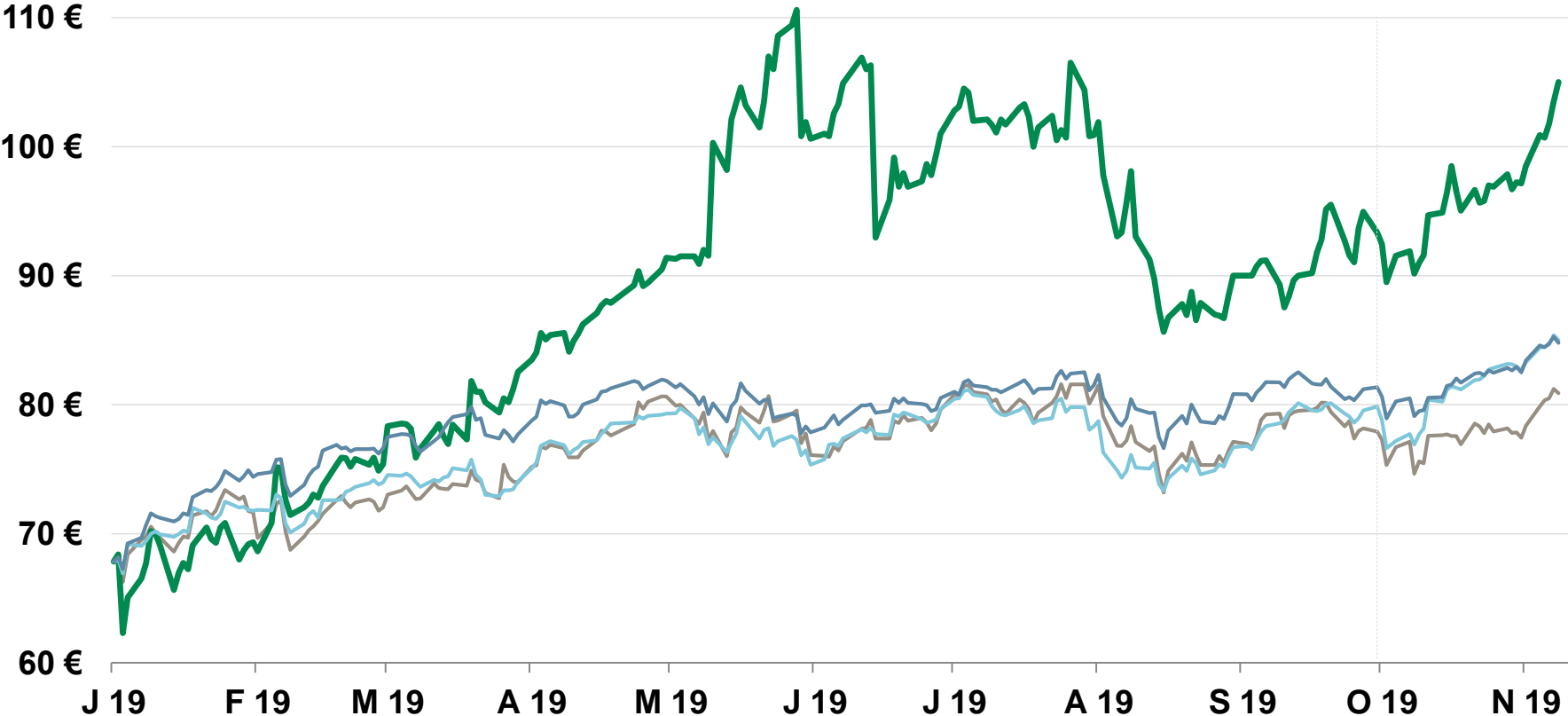
Bechtle share – Consistently significantly above indices.

31/12/2018
€67.85

30/09/2019
€93.35

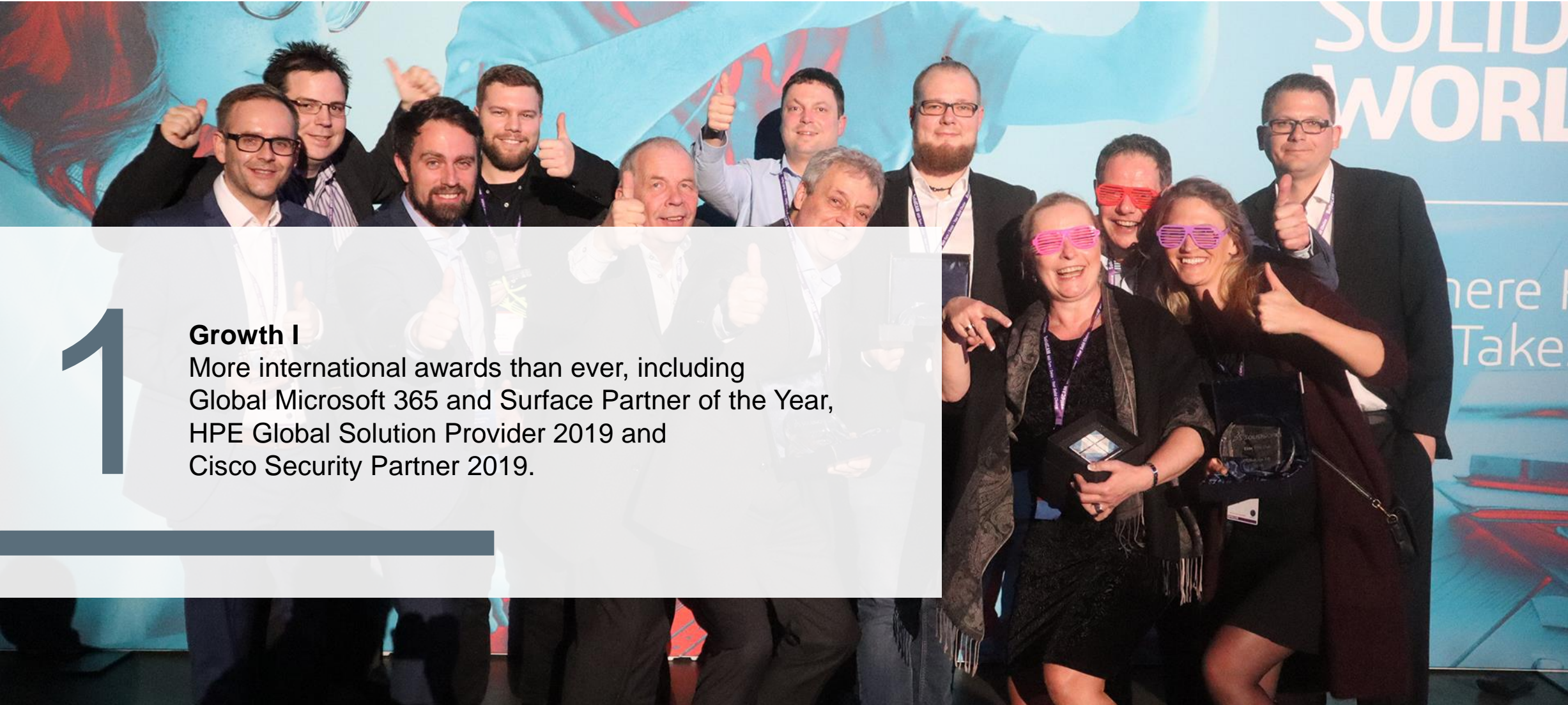
08/11/2019
€105.00

Performance ytd



Bechtle	+54.8%
DAX*	+25.3%
MDAX*	+25.0%
TecDAX*	+19.2%

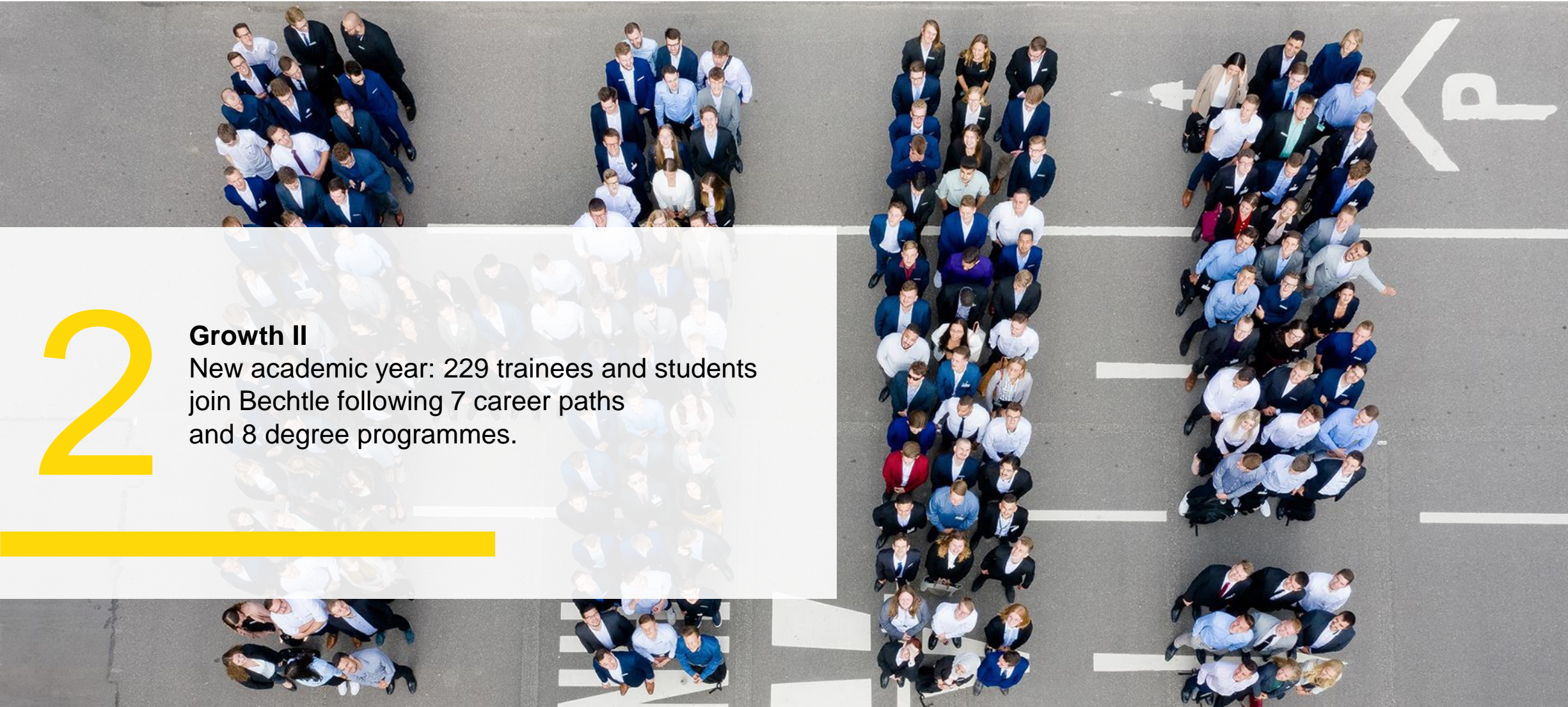
*indexed



1

Growth I

More international awards than ever, including Global Microsoft 365 and Surface Partner of the Year, HPE Global Solution Provider 2019 and Cisco Security Partner 2019.



2

Growth II
New academic year: 229 trainees and students join Bechtle following 7 career paths and 8 degree programmes.

3

Growth III

Bechtle expands its multi-cloud offering with Google services. These services will be available via the Bechtle cloud platform.

4

Growth IV

Bechtle expands footprint in Switzerland with two acquisitions: The software company, algacom, and the managed services provider, Abissa, are now part of the Bechtle Group.



5

One Bechtle

The system house and services businesses in Switzerland are to be consolidated under Bechtle Schweiz AG/Bechtle Suisse SA, creating the biggest integrated IT service provider in Switzerland with some 560 employees.

Outlook fiscal year 2019 – Bechtle aiming for a record year.

Economic conditions.

- First signs that economic atmosphere in Europe and Germany has bottomed out in Q3.
- The IT market remains “robust” — Bechtle’s growth is unaffected.
- Organic growth in Q4.2019 potentially slightly weaker due to higher basis of comparison.

Forecast.

- Revenue and earnings: Very significant growth in terms of revenue and earnings, including acquisitions.
- Margin: EBT margin (pre-PPA) at least at prior-year level.

Any questions?

For more information:
[bechtle.com](https://www.bechtle.com)

